Third Quarter 2020

Webcast Presentation

November 5, 2020

Forward-Looking Statements

All statements made herein that are not historical facts should be considered as forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. Such statements involve known and unknown risks, uncertainties and other factors that may cause actual results to differ materially. These statements include, but are not limited to, statements regarding the process to divest the legacy WESCO Utility and Datacom businesses in Canada, including the expected length of the process, the expected benefits and costs of the transaction between WESCO and Anixter International Inc., including anticipated future financial and operating results, synergies, accretion and growth rates, and the combined company's plans, objectives, expectations and intentions, statements that address the combined company's expected future business and financial performance, and other statements identified by words such as "anticipate," "plan," "believe," "estimate," "intend," "expect," "project," "will" and similar words, phrases or expressions. These forward-looking statements are based on current expectations and beliefs of WESCO's management, as well as assumptions made by, and information currently available to, WESCO's management, current market trends and market conditions and involve risks and uncertainties, many of which are outside of WESCO's and WESCO's management's control, and which may cause actual results to differ materially from those contained in forward-looking statements. Accordingly, you should not place undue reliance on such statements.

Those risks, uncertainties and assumptions include the risk of any unexpected costs or expenses resulting from the transaction, the risk of any litigation or post-closing regulatory action relating to the transaction, the risk that the transaction could have an adverse effect on the ability of the combined company to retain customers and retain and hire key personnel and maintain relationships with its suppliers, customers and other business relationships and on its operating results and business generally, the risk that problems may arise in successfully integrating the businesses of the companies or that the combined company could be required to divest one or more businesses, which may result in the combined company not operating as effectively and efficiently as expected, the risk that the combined company may be unable to achieve synergies or other anticipated benefits of the proposed transaction or it may take longer than expected to achieve those synergies or benefits, the risk that the leverage of the company may be higher than anticipated, the impact of natural disasters, health epidemics and other outbreaks, especially the outbreak of COVID-19 since December 2019, which may have a material adverse effect on the combined company's business, results of operations and financial conditions, the risk that the divesture of the legacy WESCO Utility and Datacom businesses in Canada may take longer than expected and other important factors that could cause actual results to differ materially from those projected. All such factors are difficult to predict and are beyond each company's control. Additional factors that could cause results to differ materially from those described above can be found in WESCO's Annual Report on Form 10-K for the fiscal year ended December 31, 2019 and WESCO's other reports filed with the U.S. Securities and Exchange Commission ("SEC").

Non-GAAP Measures

In addition to the results provided in accordance with U.S. Generally Accepted Accounting Principles ("U.S. GAAP"), this presentation includes certain non-GAAP financial measures. These financial measures include pro forma sales, gross profit, gross margin, adjusted gross profit, adjusted gross margin, earnings before interest, taxes, depreciation and amortization (EBITDA), adjusted EBITDA, adjusted EBITDA margin, pro forma adjusted EBITDA, financial leverage, pro forma financial leverage, free cash flow, adjusted income from operations, adjusted operating margin, adjusted provision for income taxes, adjusted net income, adjusted net income attributable to WESCO International, Inc., adjusted net income attributable to common stockholders, and adjusted earnings per diluted share. The Company believes that these non-GAAP measures are useful to investors as they provide a better understanding of sales performance, and the use of debt and liquidity on a comparable basis. Additionally, certain non-GAAP measures either focus on or exclude transactions impacting comparability of results, allowing investors to more easily compare the Company's financial performance from period to period. Management does not use these non-GAAP financial measures for any purpose other than the reasons stated above.

Q3 Summary

- Results exceeded our expectations across the board on sales, profit, and free cash flow
- Exceptionally strong profitability with adjusted EBITDA margin up versus prior year
  - COVID-19 cost reduction actions significantly exceeded expectations
  - Realized cost synergies of $15 million in Q3
- Sales down 5% versus pro forma prior year
  - Sequential sales improvement through the quarter
  - EES and CSS up double digits sequentially; taking share in all three SBUs
- Record Q3 backlog for WESCO + Anixter
- Exceptionally strong free cash flow generation of $307 million or 315% of adjusted net income
- Leverage of 4.8x including first year synergies, down 0.5x sequentially; Net debt down $280 million sequentially
- Improving momentum in Q4 with preliminary October workday-adjusted sales down 3% versus prior year pro forma sales
- Outstanding progress on Anixter Integration
  - Executed full year 1 target cost synergies in first four months since close
  - Raising year 1, 2 and 3 synergy targets
  - Significant upside potential on our sales growth, cost, margin, and free cash flow targets

Excellent first full quarter of WESCO + Anixter

WESCO's Three Strategic Business Units (SBUs)

Legend
- Legacy WESCO
- Legacy Anixter

Electrical & Electronic Solutions (EES)

42%
of total company sales

INDUSTRIES: Construction | Industrial | OEM | CIG | Lighting

SERVING:
- Contractors and specialty integrators
- Industrial, automation, commercial, institutional, and government
- OEM and global complex manufacturing
- Turn-key lighting and energy solutions

Communications & Security Solutions (CSS)

33%
of total company sales

INDUSTRIES: Technology | Financial | Government | Healthcare | Education

SERVING:
- Cloud and data center
- Contractors and integrators
- Security solutions
- Professional audio/video
- In-building wireless
- Safety solutions

Utility & Broadband Solutions (UBS)

25%
of total company sales

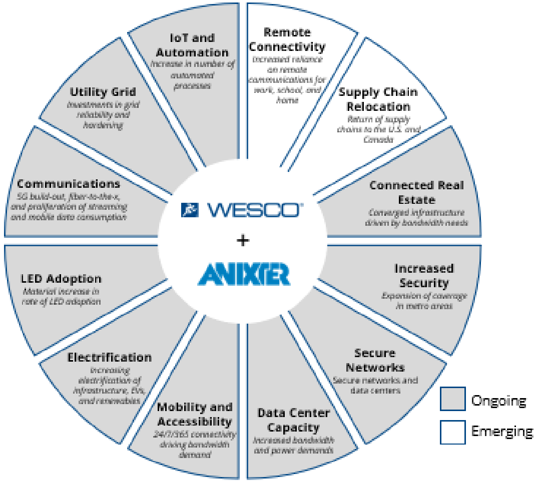
INDUSTRIES: Utility | Broadband | Integrated Supply

SERVING:
- IOUs, public power, and contractors
- Global Service Providers, wireless and broadband operators
- Integrated Supply solutions

% of SALES (2019 Pro Forma)

Industry-leading businesses diversified by products, services, end markets and geographies

Secular Trends Driving Growth Across All SBUs



Key Secular Trends	EES	CSS	UBS
IoT and Automation *Increase in number of automated processes*	✓	✓	✓
Data Center Capacity *Increased bandwidth and power demands*	✓	✓	✓
Communications *5G build-out, fiber-to-the-x, and proliferation of streaming and mobile data consumption*	✓	✓	✓
Supply Chain Relocation *Return of supply chains to the U.S. and Canada*	✓	✓	✓
Connected Real Estate *Converged infrastructure driven by bandwidth needs*	✓	✓	✓
Increased Security *Expansion of coverage in metro areas*	✓	✓	✓
LED Adoption *Material increase in rate of LED adoption*	✓	✓	✓
Electrification *Increasing electrification of infrastructure, EVs, and renewables*	✓		✓
Mobility and Accessibility *24/7/365 connectivity driving bandwidth demand*		✓	✓
Utility Grid *Investments in grid reliability and hardening*	✓		✓
Remote Connectivity *Increased reliance on remote communications for work, school, and home*		✓	✓
Secure Networks Secure networks and data centers	✓	✓	

SBUs with leading scale and well positioned to benefit from evolving secular growth trends

Financial Benefits of Transformational Combination

Estimated Run Rate Impact After Year 3

- ✓ Expands adjusted EBITDA margin 100+ bps and delivers 50 - 60% EPS accretion
- ✓ Doubles standalone EPS growth rate
- ✓ Generates annual free cash flow greater than $600 million
- ✓ Provides cross-selling and international expansion opportunities to significantly accelerate sales growth

Substantial revenue, cost, margin and cash synergies drive significant value creation

Second Half Priorities – Q3 Achievements

1) Build on improving sales momentum

- Sales up 8% sequentially on pro forma basis
- EES and CSS up double digits sequentially on pro forma basis

2) Maintain disciplined cost management

- COVID-19 cost reduction initiatives exceeded expectations
- Operating expenses down $44 million versus prior year on a pro forma basis

3) Deploy Anixter's gross margin improvement programs that generated 7 consecutive quarters of improvement through Q2 2020

- Gross margin up 20 bps versus prior year and sequentially on a pro forma basis

4) Rapidly execute Anixter merger synergies

- Executed the full year 1 run rate target of $68 million in first four months
- Raising year 1, 2 and 3 synergy targets

5) Focus free cash flow generation on debt repayment

- Generated $307 million of free cash flow
- Reduced net debt by $280 million
- Leverage reduced from 5.3x to 4.8x including increased year 1 synergies

6) Begin reporting under new Strategic Business Unit structure

- Completed

Continuing to keep our commitments

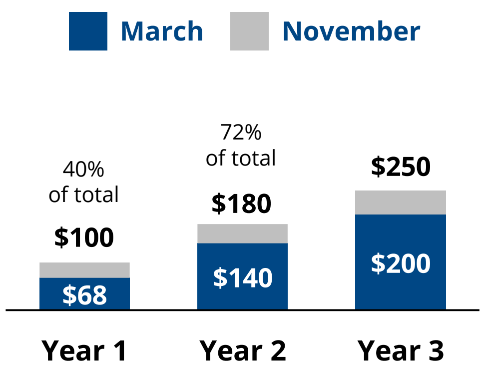
Integration Update

Q3 Progress

- Excellent progress on integration with accelerating synergy generation and capture
- Executed full year 1 run rate synergy target of $68 million in four months since close with $15 million realized in Q3; revised synergy expectations
- Cross-sell pilot program established with initial encouraging results
- Divestiture of legacy WESCO Canadian Utility and Datacom businesses on track
- Initial integration progress gives us confidence that we will revisit our synergy targets as we build success upon success
- Significant upside potential on our three-year sales growth, cost, margin, and free cash flow targets

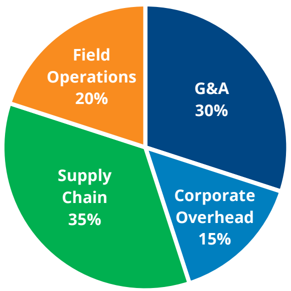
Revised Cost Synergies

($ millions)



Increasing estimated one-time operating costs from ~$140 million to ~$175 million over the first three years

Synergy Type



Increasing synergy targets due to outstanding execution and additional opportunities identified

Third Quarter Results Overview

$ in millions
Except per share amounts

	Q3 2019 Pro Forma[1]	Q2 2020 Pro Forma[1]	Q3 2020	Versus Q3 2019	Versus Q2 2020
Sales	**$4,370**	**$3,819**	**$4,142**	**(5)%**	**8%**
Adjusted Gross Profit[2]	**847**	**741**	**814**	**(4)%**	**10%**
% of sales	*19.4%*	*19.4%*	*19.6%*	*20 bps*	*20 bps*
Adjusted EBIT[3]	**196**	**160**	**200**	**3%**	**25%**
% of sales	*4.5%*	*4.2%*	*4.8%*	*30 bps*	*60 bps*
Adjusted EBITDA	**239**	**211**	**252**	**5%**	**19%**
% of sales	*5.5%*	*5.5%*	*6.1%*	*60 bps*	*60 bps*
Adjusted Diluted EPS			**$1.66**		

Year-over-year and sequential increases in margins and profitability

[1] Information as filed as an exhibit to Form 8-K on November 4, 2020.
[2] Adjusted Gross Margin excludes the effect of measuring the inventories acquired in the merger with Anixter at their acquisition date fair value.
[3] Q2 2020 pro forma period adjusted to exclude $101 million of merger-related costs.

Electrical & Electronic Solutions (EES)

$ in millions

Sales

Adjusted EBITDA

- Construction demand improving in North America
  - Record Q3 backlog
  - U.S. up MSD sequentially versus pro forma
  - Some project delays but not cancellations
- Increasing momentum in industrial & OEM
  - Improving short cycle conditions in most verticals
  - Robust opportunity pipeline
- Adjusted EBITDA and margin up sequentially

Awarded multiple contracts for switchgear and electrical materials including lighting for the upgrade of a water treatment facility in Ontario, Canada

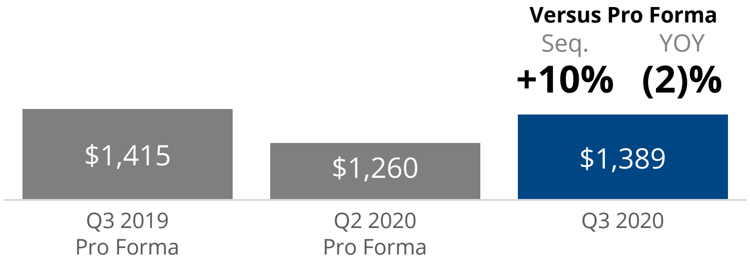
Improving sequential momentum and record backlog provides positive setup for 2021

Adjusted EBITDA excludes the impact from foreign exchange and other non-operating expenses, stock-based compensation, merger-related costs, merger-related fair value adjustments, and gain on the sale of an asset.
See appendix for non-GAAP reconciliations.

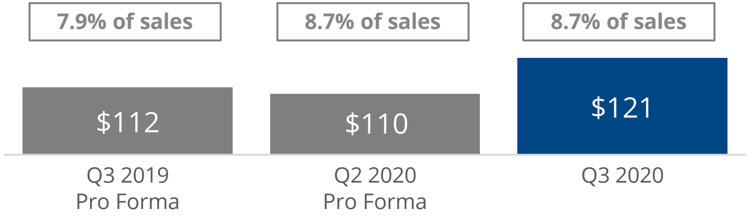
Communications & Security Solutions (CSS)

$ in millions

Sales



Adjusted EBITDA



- Improving momentum during the quarter; continued share gains
- Security sales up LSD versus market down MSD
- Global Accounts up LSD led by strong results in hyperscale datacenters, global security and systems integrators
- Adjusted EBITDA and margin up sequentially

Awarded a multi-million dollar contract to provide a comprehensive solution of products and material management services for the construction of two datacenters in Mexico

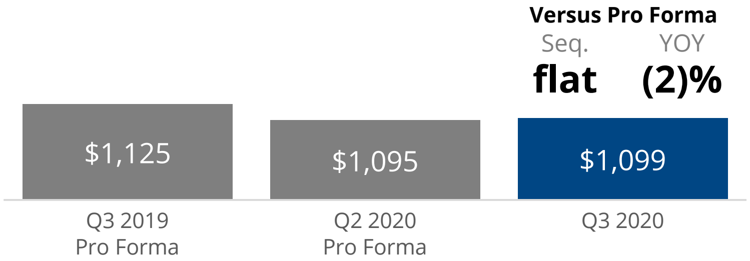
Outperforming market with industry-leading value propositions; exceptionally well-positioned in these high growth markets

See appendix for non-GAAP reconciliations.

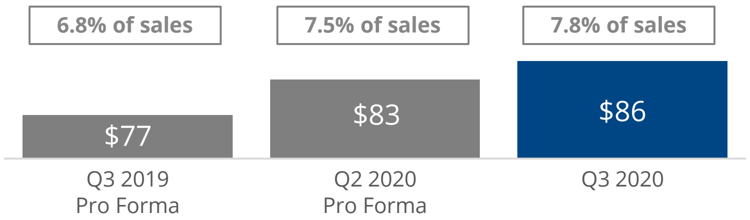
Utility & Broadband Solutions (UBS)

$ in millions

Sales



Adjusted EBITDA



- Broadband sales up MSD versus prior year; up HSD sequentially driven by 5G buildouts and FTTx deployments
- Traditional utility businesses flat versus prior year on combined basis
- Continuing to expand scope of services with utility customers and FTTx projects
- Adjusted EBITDA and margin up sequentially

Awarded a multi -year contract to provide electrical transmission and distribution materials and inventory management services for a public utility

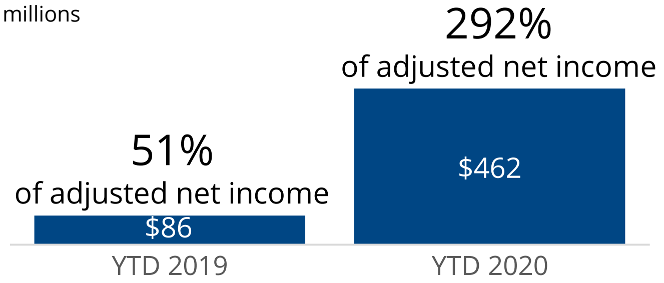
Outperforming the market and building on industry leadership and unmatched supply chain capabilities

See appendix for non-GAAP reconciliations.

Free Cash Flow & Liquidity

Free Cash Flow

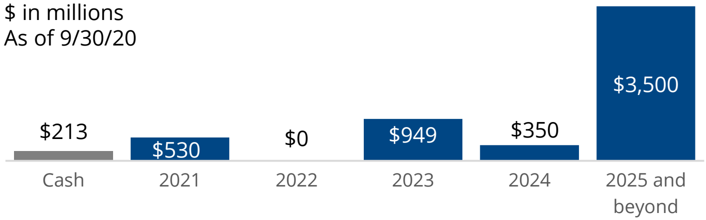
$ in millions



Q3 free cash flow: $307 million or 315% of adjusted net income

Cash & Debt Maturity

$ in millions
As of 9/30/20



Capital Allocation Priorities and Results

- Continue to rapidly delever to target range of 2.0 – 3.5x net debt to adjusted EBITDA by June 2023
- Strong results in Q3
  - Free cash flow generation of $307 million
  - Net debt reduction of $280 million
  - Leverage ratio reduced from 5.3x in Q2 to 4.8x in Q3 including increased year 1 synergies

Liquidity

As of 9/30/20

- Liquidity of ~$1.1 billion
  - Invested cash: $213 million
  - Revolver availability: $727 million
  - AR facility availability: $135 million

Outstanding free cash flow generation and strong liquidity supports future growth

Summary

- **Excellent profitability performance in a COVID-driven environment**
- **Substantial progress made on integration execution in first four months**
  - Increased year 1, 2 and 3 cost synergy targets to reflect accelerating execution of integration initiatives and significant upside to original targets
  - Already generating cross-selling revenue synergies
  - Executed first year synergies in first four months; increased year 1 target to $100 million
  - Continue to drive initiatives to exceed sales growth, margin expansion and cash generation synergy targets of the transformational combination of WESCO + Anixter
- **Excellent free cash flow generation demonstrating resilient business model and strength through the cycle**
- **Exceptionally well positioned for evolving secular growth trends**

WESCO's new era is off to an exceptional start

ADDITIONAL INFORMATION

Electrical & Electronic Solutions (EES)

$7.2 billion in sales

$458 million in adjusted EBITDA

Pro Forma 2019

2,900+ specialized salespeople and technical support personnel

30+ countries

70,000 customers

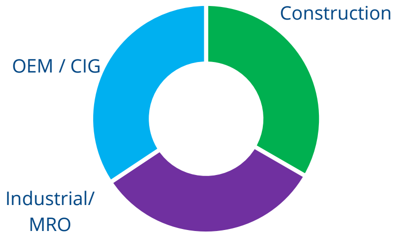
600 warehouses and branches

1 million+ products

Key Growth Drivers

- Accelerating electrification
- Aging public infrastructure and need for government investments
- Continued LNG development
- Increasing LED adoption
- Customer skilled labor shortages; demanding more from supply chain partners
- Increasing automation and growth of IoT and IIoT applications
- Relocation of supply chains to North America
- Increasing customer supply chain consolidation and outsourcing

By Application



By Region

Pro Forma TTM as of 9/30/20

U.S. 67% of sales

CANADA 22% of sales

REST OF WORLD 11% of sales

Best-in-class solutions offering with attractive secular trends driving growth

Communications & Security Solutions (CSS)

$5.6 billion in sales

$434 million in adjusted EBITDA

Pro Forma 2019

1,600 technical sales specialists, multi-level technical support

50+ countries

125,000 customers

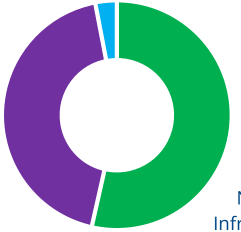
320 warehouses and branches

450,000+ products

Key Growth Drivers

- Increased bandwidth and data center demands
- Increased reliance on remote communications for school, work, and home
- Return to work solutions
- 24/7/365 connectivity driving IP convergence and increasing demand
- 5G build-out, FTTx, proliferation of streaming and mobile data consumption
- Smart Cities including city-wide surveillance
- Growth of secure networks

By Application



By Region

Pro Forma TTM as of 9/30/20

U.S. 70% of sales

CANADA 8% of sales

REST OF WORLD 22% of sales

Leading global scale and capabilities provide sustainable differentiators

Utility & Broadband Solutions (UBS)

$4.4 billion in sales

$307 million in adjusted EBITDA

Pro Forma 2019

385 technical sales specialists

235 customer sites managed

8,500 customers

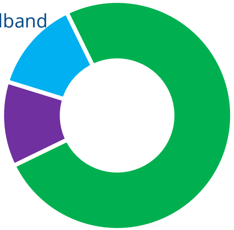
140 warehouses and branches

670,000+ products

Key Growth Drivers

- Investments in grid modernization, reliability and hardening
- Continued consolidation in public utilities and outsourcing of supply chain to drive cost savings and efficiency
- Power generation mix shift from nuclear and fossil fuels to renewable sources
- 24/7/365 connectivity driving increased bandwidth needs

By Application



By Region

Pro Forma TTM as of 9/30/20

U.S. 87% of sales

CANADA 10% of sales

REST OF WORLD 3% of sales

Leading market position, with strong growth profile and track record, drives continued upside

Fourth Quarter FAQs

- **Expect sequential sales to moderate due to normal seasonality and fewer workdays (3 fewer workdays than Q3 2020)**
- **Continued focus on cost management:**
  - Maintain control over discretionary spending
  - Additional realized synergies in Q4
- **Effective October 1, returned all employees to full salary, instituted 2020 merit adjustments, and resumed 401(k) company match**
- **Continued elimination of non-essential capital expenditures**
- **Remit first cash interest payments on 2025 and 2028 senior notes in December**

Continued focus on execution of integration initiatives

Work Days

	Q1	Q2	Q3	Q4	FY
2018	64	64	63	62	253
2019	63	64	63	62	252
2020	64	64	64	61	253
2021	62	64	64	62	252

APPENDIX

Adjusted EPS

(in millions, except for EPS)	Q3 2020 Reported Results	Q3 2020 Adjustments [1]	Q3 2020 Adjusted Results	YTD Q3 2020 Reported Results	YTD Q3 2020 Adjustments [1]	YTD Q3 2020 Adjusted Results
Income from operations	$ 178	22	$ 200	$ 254	100	$ 355
Interest expense, net	75	-	75	152	-	152
Other, net	(1)	-	(1)	(1)	-	(1)
Income before income taxes	104	22	127	103	100	204
Income tax	24	5 [2]	29	24	22 [2]	46
Effective tax rate	*23.3%*		*23.1%*	*22.9%*		*22.5%*
Net income	80	17	97	80	78	158
Less: Non-controlling interests	(1)	-	(1)	(1)	-	(1)
Net income attributable to WESCO	81	17	98	81	78	159
Preferred stock dividends	15	-	15	16	-	16
Net income attributable to common stockholders	66	17	84	65	78	143
Diluted Shares	50.5		50.5	45.1		45.1
EPS	$ 1.31		$ 1.66	$ 1.44		$ 3.17

[1] Merger-related costs and fair value adjustments, gain on sale of an operating branch in the U.S. and the related income tax effects.

[2] The adjustments have been tax effected at a rate of 22%.

Capital Structure and Leverage

$ in millions

EBITDA and Adjusted EBITDA

	Pro Forma	Reported
	Twelve Months Ended,	
	September 30, 2020	December 31, 2019
Net income attributable to common stockholders	$ 264	$ 223
Net loss attributable to noncontrolling interests	(1)	(1)
Preferred stock dividends	16	-
Income tax expense	40	60
Interest expense, net	217	64
Depreciation and amortization	145	62
EBITDA	**$ 681**	**$ 408**
Other, net	**2**	**1**
Stock-based compensation	**44**	**19**
Merger-related costs and fair value adjustments	**167**	**3**
Gain on sale of asset	**(20)**	**-**
Adjusted EBITDA	**$ 874**	**$ 431**
Cost Synergies[1]	85	-
Pro Forma Adjusted EBITDA	**$ 959**	**$ 431**

Debt

	As of,		Maturity
	September 30,	December 31, 2019	
AR Revolver (variable)	$ 890	$ 415	2023
Inventory Revolver (variable)	325	-	2025
2021 Senior Notes (fixed)	500	500	2021
2023 Senior Notes AXE (fixed)	59	-	2023
2024 Senior Notes (fixed)	350	350	2024
2025 Senior Notes AXE (fixed)	4	-	2025
2025 Senior Notes (fixed)	1,500	-	2025
2028 Senior Notes (fixed)	1,315	-	2028
Other	54	28	Various
Total debt[2]	**$ 4,997**	**$ 1,293**	
Less: cash and cash equivalents	352	151	
Total debt, net of cash	**$ 4,645**	**$ 1,142**	
Leverage	5.3x	2.6x	
Pro Forma Leverage	4.8x	2.6x	

[1] Reflects $85 million of incremental year 1 synergies above $15 million already realized.

[2] Debt is presented in the condensed consolidated balance sheets net of debt discount and debt issuance costs and include adjustments to record the long-term debt assumed in the merger with Anixter at its acquisition date fair value.

Note: For financial leverage ratio in prior periods, see quarterly earnings webcasts as previously furnished to the Securities & Exchange Commission, which can be obtained from the Investor Relations page of WESCO's website at www.wesco.com.

Gross Profit and Free Cash Flow

$ in millions

Gross Profit

	Three Months Ended,	
	September 30, 2020	**September 30, 2019**
Net sales	$ 4,142	$ 2,148
Cost of goods sold	3,356	1,748
Gross profit	**$ 786**	**$ 400**
Merger-related fair value adjustments to inventory	28	-
Adjusted gross profit[1]	**$ 814**	**$ 400**
Gross margin	*19.0%*	*18.6%*
Adjusted gross margin [1]	*19.6%*	*18.6%*

Free Cash Flow

	Three Months Ended,	
	September 30, 2020	**September 30, 2019**
Cash flow provided by operations	$ 286	$ 126
Less: capital expenditures	(15)	(9)
Add: merger-related expenditures	36	-
Free cash flow[2]	**$ 307**	**$ 117**
Adjusted net income	97	64
% of adjusted net income	*315%*	*181%*

[1] Gross profit is calculated by deducting cost of goods sold, excluding depreciation and amortization, from net sales. Gross margin is calculated by dividing gross profit by net sales. Adjusted gross profit and adjusted gross margin exclude the effect of merger-related fair value adjustments to inventory of $28.0 million for the three and nine months ended September 30, 2020.
[2] Free cash flow is provided by the Company as an additional liquidity measure. Capital and merger-related expenditures are deducted from operating cash flow to determine free cash flow. Free cash flow is available to fund investing and financing activities.

Note: For gross profit in prior periods, see quarterly earnings webcasts as previously furnished to the Securities & Exchange Commission, which can be obtained from the Investor Relations page of WESCO's website at www.wesco.com.

Adjusted EBITDA

$ in millions

EBITDA and Adjusted EBITDA by Segment

	Three Months Ended September 30, 2020				
	EES	CSS	UBS	Corporate	Total
Net income attributable to common stockholders	$ 107	$ 91	$ 74	$ (206)	$ 66
Net loss attributable to noncontrolling interests	-	-	-	(1)	(1)
Preferred stock dividends	-	-	-	15	15
Income tax expense	-	-	-	24	24
Interest expense, net	-	-	-	75	75
Depreciation and amortization	10	19	8	9	46
EBITDA	**$ 117**	**$ 110**	**$ 82**	**$ (84)**	**$ 225**
Other, net	(1)	(1)	-	1	(1)
Stock-based compensation expense	-	-	-	6	6
Merger-related costs	-	-	-	14	14
Merger-related fair value adjustments	12	12	4	-	28
Gain on sale of asset	(19)	-	-	-	(19)
Adjusted EBITDA	**$ 108**	**$ 121**	**$ 86**	**$ (63)**	**$ 252**
Adjusted EBITDA margin %	**6.5%**	**8.7%**	**7.8%**		**6.1%**

Note: EBITDA and Adjusted EBITDA are non-GAAP financial measures that provide indicators of the Company's performance and its ability to meet debt service requirements. EBITDA is defined as earnings before interest, taxes, depreciation and amortization. Adjusted EBITDA is defined as EBITDA before foreign exchange and other non-operating expenses, non-cash stock-based compensation, costs and fair value adjustments associated with the merger with Anixter, and gain on sale of asset.